



CITY of NOVI CITY COUNCIL

**Agenda Item N
July 27, 2015**

SUBJECT: Approval to purchase a Dell EqualLogic Storage Array from Netech Corporation in the amount of \$57,415 using a competitively bid contract through the Midwestern Higher Education Compact (MHEC).

SUBMITTING DEPARTMENT: Information Technology

CITY MANAGER APPROVAL: *[Signature]*

EXPENDITURE REQUIRED	\$57,415
AMOUNT BUDGETED	\$62,950
APPROPRIATION REQUIRED	N/A
LINE ITEM NUMBER	101-205.00-986.000

BACKGROUND INFORMATION:

The City of Novi's Information Technology Department leverages the benefits of a virtual server environment to provide technology solutions to individual department operations that positively impact the citizens of the City. A virtual server architecture allows the Information Technology Department the flexibility to expand and contract our server and storage environment as the City's operational requirements require. Dell's storage solution, EqualLogic Storage Array, provides a scalable architecture that delivers enhanced storage performance and the reliability the City demands.

RECOMMENDED ACTION: Approval to purchase a Dell EqualLogic Storage Array from Netech Corporation in the amount of \$57,415 using a competitively bid contract through the Midwestern Higher Education Compact (MHEC).

	1	2	Y	N
Mayor Gatt				
Mayor Pro Tem Staudt				
Council Member Casey				
Council Member Markham				

	1	2	Y	N
Council Member Mutch				
Council Member Poupard				
Council Member Wrobel				

MASTER PRICE AGREEMENT
BETWEEN
MIDWESTERN HIGHER EDUCATION COMMISSION
AND
DELL MARKERING L.P.
EFFECTIVE JULY 1, 2015 through JUNE 30, 2018

THIS AGREEMENT, and amendments and supplements thereto, is made between the Midwestern Higher Education Commission (hereinafter MHEC) located at 105 Fifth Avenue South, Suite 450 Minneapolis, MN 55401, on behalf of the Eligible Organizations located in the MHEC member states, and Dell Marketing L.P., (hereinafter Dell) One Dell Way, Round Rock TX, 78682. For purposes of this Master Agreement MHEC and Dell are referred to collectively as the "Parties" or individually as "Party".

Whereas, the Midwestern Higher Education Compact (Compact) is an interstate compact of twelve Midwestern states, such states being Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin (Member States); and MHEC, a nonprofit 501(c) (3), is a statutorily created governing body of the Compact established for the purposes, in part, of determining, negotiating and providing quality and affordable services for the Member States, the entities in those Member States, and the citizens residing in those Member States; and

Whereas, MHEC has established a Technology Initiative for the purpose of which is to determine, negotiate and make available quality and affordable technology products and services to the not-for-profit and public education related entities in the MHEC Member States; and

Whereas, MHEC has entered into separate agreements with the Southern Regional Education Board (SREB) and the Western Interstate Commission for Higher Education (WICHE) respectively to allow entities in the SREB Member States and the WICHE Member States access MHEC's Technology Initiative contracts, including this Master Agreement; and

Whereas, SREB Member States refers to any state that is a member or an affiliate member of SREB. Current SREB Member States are: Alabama, Arkansas, Delaware, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia; and

Whereas, WICHE Member States refers to any state that is a member or an affiliate member of SREB. Current WICHE Member States are: Alaska, Arizona, California, Colorado, Hawai'i, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming and U.S. Pacific Territories and Freely Associated States; and

Whereas, Dell offers certain quality technology related products and services; and

Whereas, MHEC conducted a competitive sourcing event for Network Hardware and Related Services in April 2014 and upon completion of the competitive process awarded Dell: Category 1: Network Equipment; and Category 2: Wireless Equipment; and

Whereas, MHEC conducted a competitive sourcing event for Computing Hardware and Related Services in August 2014 and upon completion of the competitive process awarded to Dell: Category 1: Desktop Hardware; Category 2: Laptop Hardware; Category 3: Tablet Devices; and Category 4: Server and Storage Hardware; and

Exhibit A – Discount Category Pricing

Dell Pricing Level Discount Matrix (“Matrix”):

Product Category	Product Category Classifications	MHEC Discount
A	Most PowerEdge Servers, PowerEdge Racks; Most CloudEdge; PowerApp Appliance Servers; PowerVault Storage Products; Precision Workstations; OptiPlex Desktops; Most Customer Kits; Latitude Notebooks; Selected Toner; Selected Dell Cisco Switches; Dell Wyse	14.0%
F	Selected Toner	1.5%
H	Base Ships Fast SKUs (Latitude, Optiplex, and Precision); Non-configurable/stocked Dell-branded Products (e.g., Smart Selection), Future Products to be Determined.	6.0%
M	3rd Party Software & Peripherals - Mainstream Products	6.0%
O	Selected service on PowerEdge departmental servers; Directline Service; 4-Hr On-Site Critical Care Plus; Business Care Plus On-Site Service (all years)	13.25%
R	Selected Services such as On-site – Next Business Day, On-site (extended yrs), Critical Care On-site Service (all yrs); and other svcs	5.0%
S	Selected Inspirons; Dell Compellent; Dell EqualLogic; Dell Kace; Selected Dell Printers; PowerConnect; Dell Projectors; Dell AIM; Selected PowerEdge; Vostro Notebooks; XPS Notebooks; Alienware Notebooks; Most Dell Cisco switches; Mellanox switches; Dell Force10; Dell AppAssure, Dell SonicWALL	3.0%
U	Spare Parts	0.5%
V	Peripherals and Services with discounts that vary based upon the system in which the item is installed	Varies per base sku
X	Selected Dell Printers; Selected Dell Monitors; Selected CloudEdge; Selected PowerEdge; Sonic Data Center Solutions; Selected 3rd Party Software & Peripherals; Non-Discountable Products	0.5%
Z	Selected Inspirons; Vostro Desktops & Notebooks; XPS Desktops; Alienware Desktops; Non-Discountable Service (except where contractually required)	0.5%
Z1 and Z5	Non-discountable Service	0.0%

The product classifications identified above are in place as of the Effective Date of this Agreement. These classifications affect Dell Public Sector customers and Dell may change product availability or classification category for all customers without notice. Reference the Dell Retail Price List to verify the applicable Product Category for each sku on Dell’s Quote. The descriptions herein are general in nature and are not all inclusive. Any product category not listed herein shall be deemed a non-discountable product or service offering and receive zero percent contractual discount.



QUOTATION

48325 Alpha Drive, Suite 150
Wixom, MI 48393

QUOTE #: 710841394
Quote Date: 07/11/15
Contract: MHEC-02AGC
Customer Name: City of Novi

TOTAL QUOTE AMOUNT:	\$57,415.00	
Product Subtotal:	\$57,415.00	
Tax:	\$0.00	
Shipping & Handling:	\$0.00	
Shipping Method:	Ground	Total Number of System Groups: 0

GROUP: 1 QUANTITY: 1 SYSTEM PRICE: \$53,465.00 GROUP TOTAL: \$53,465.00	
Description	Quantity
Dell EqualLogic PS6100XS, Ships Fast, Hybrid Performance, 1.2TB 10K SAS, 800GB SSD (210-ADGZ)	1
SHIP,PS6100,DAO (340-ALZU)	1
PS6100XS, 26TB capacity, 7x 800GB SSD + 17x 1.2TB 10K SAS (342-6024)	1
Dual Controllers, HA with failover (331-2545)	1
EqualLogic array may not be returned (468-8817)	1
Synchronous and Point-in-Time Replication (468-7110)	1
Snaps/Clones with integration for MS SQL, Exchange, Hyper V and VMware (468-7155)	1
SAN HQ multi group monitoring software (468-7156)	1
ReadyRails II Static Rails for 4-post Racks (770-BBCL)	1
MISSION CRITICAL PACKAGE: Enhanced Services, 3 Year (936-8388)	1
EqualLogic Advanced Software Warranty and Service,7x24 Access,3 Year (954-0109)	1
ProSupport: 7x24 HW / SW Tech Support and Assistance, 3 Year (954-7452)	1
Dell Hardware Limited Warranty Initial Year (968-2911)	1
Dell Hardware Limited Warranty Extended Year (968-2912)	1
Mission Critical Package: 4-Hour 7x24 On-Site Service with Emergency Dispatch, Initial Year (968-2945)	1
Mission Critical Package: 4-Hour 7x24 On-Site Service with Emergency Dispatch, 2 Year Extended (968-2948)	1
Thank you choosing Dell ProSupport. For tech support, visit http://www.dell.com/support or call 1-800- 945-3355 (989-3439)	1
INFO Channel Partner Installation Required (995-8131)	1
Declined Remote Consulting Service (973-2426)	1
AC Power Supply for 2U arrays, Redundant, 700W (332-1532)	1
Power Cord, NEMA 5-15P to C13, 15 amp, wall plug, 6 feet / 2 meter (310-9965)	1
Power Cord, NEMA 5-15P to C13, 15 amp, wall plug, 6 feet / 2 meter (310-9965)	1
Power Cord, C13 to C14, PDU Style, 12 Amps, 2 meter, Qty 1 (330-3151)	1
Power Cord, C13 to C14, PDU Style, 12 Amps, 2 meter, Qty 1 (330-3151)	1

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GROUP: 2 QUANTITY: 2 SYSTEM PRICE: \$1,975.00 GROUP TOTAL: \$3,950.00	
Description	Quantity
Dell Networking N3024, L3 ,24x1GbE, 2xCombo, 2x10GbE SFP+ fixed ports, Stacking, IO to PSU airflow, 1x AC PSU (210-ABOD)	2
Dell Hardware Limited Warranty Initial Year (966-3309)	2
Dell Hardware Limited Warranty Extended Year(s) (966-3311)	2
Lifetime Limited Hardware Warranty with Basic Hardware Service Next Business Day Parts Only on Your Network Sw (966-3319)	2
ProSupport: Next Business Day Onsite Service After Problem Diagnosis, Initial Year (966-3325)	2
ProSupport: Next Business Day Onsite Service After Problem Diagnosis, 2 Year Extended (966-3330)	2
ProSupport: 7x24 HW / SW Tech Support and Assistance, 3 Year (966-3378)	2
Thank you choosing Dell ProSupport. For tech support, visit http://www.dell.com/support or call 1-800- 945-335	2

(989-3439)	
On-Site Installation Declined (900-9997)	2
Declined Remote Consulting Service (973-2426)	2
US Order (332-1286)	2
Dell Networking N2000/3000 Series User Guide (343-BBBQ)	2
Power Cord, 125V, 15A, 10 Feet, NEMA 5-15/C13 (450-AAFH)	2